

Message Text

UNCLASSIFIED

PAGE 01 ABU DH 00620 220818Z

10

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W
----- 055799

R 220605Z MAR 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2728

INFO USDOC WASHDC

AMGBASSY ALGIERS 107

AMEMBASSY AMMAN

AMEMBASSY BEIRUT

AMEMBASSY CAIRO

AMEMBASSY DANASCUS

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY MUSCTA

AMEMBASSY RABAT

AMEMBASSY TEHRAN

AMEMBASSY TEL AVIV

AMEMBASSY TRIPOLI

AMEMBASSY TUNIS

UNCLAS ABU DHABI 0620

BEIRUT PASS BAGHDAD

E.O. 11652: N/A

TAGS: BTRA, TC

SUBJ: CHECKLIST FOR AMERICAN BUSINESS VISITORS: MIDDLE EAST AND
NORTH AFRICA

REF: (A) STATE A-855 (B) TEHRAN 2187

1. PART ONE OF CHECKLIST COVERS THE MAIN POINTS OF INTEREST
FOR BUSINESS VISITORS TO UAE. SPECIAL CONSIDERATIONS FOR
THIS COUNTRY ARE DISCUSSED IN THE FOLLOWING SECTIONS.
EMBASSY WOULD APPRECIATE RECEIVING XX COPIES OF FINAL OF FINAL CHECK-
LIST WHEN PRINTED.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 ABU DH 00620 220818Z

2. ALTHOUGH THE UAE HAS TRADITIONALLY BOUGHT FROM EUROPE (ESPECIALLY BRITIAN), WITHIN THE LAST THREE YEARS JAPAN HAS BECOME THE COUNTRY'S LARGEST SUPPLIER WITH SINIFICANT IMPORTS ALSO FROM THE U.S. AND AUSTRALIA. WHILE LIBERAL IMPORT POLICIES ENCOURAGE WESTERN EXPORTERS TO THE AREA, THE COUNTRY IS OPEN TO PRODUCTS OF ALL COUNTRIES AND WILL BUY FROM WHOMEVER CAN SUPPLY THE DESIRED QUALITY, PRICE, TERMS, AND DELIVERY DATES.

3. MOST BUSINESS VISITORS SHOULD PLAN TO VISIT BOTH ABU DHABI AND DUBAI. THE ECONOMIC LIFE OF THE TWO CITIES IS STILL QUITE DISTINCT, AND ARRANGEMENTS MADE IN ONE PLACE MAY NOT SERVE THE MARKET OF THE OTHER. MANY OF THE LARGEST DUBAI MERCHANTS ARE NOT ACTIVE IN ABU DHABI, AND VICE VERSA. DIFFERENCES IN COMMERCIAL PRACTICE AND HOLDOVERS FROM THE RIVALRIES OF PRE-FEDERATION DAYS HAVE PRESERVED A CERTAIN COMMERCIAL DISTINCTIVENESS IN BOTH TOWNS.

4. VISITORS SHOULD BE WILLING TO SPEND AT LEAST FOUR OR FIVE WORKING DAYS IN THE UAE. TWENTY-FOUR HOUR FLYING VISIT OF MANY BUSINESSMEN IS USELESS.

5. VISITORS SHOULD NOT EXPECT TO CLOSE A DEAL ON THE FIRST (OR EVEN THE SIXTH) VISIT. LOCAL BUSINESSMEN ARE BASICALLY CONSERVATIVE AND NEED THE TIME TO TAKE THE PERSONAL MEASURE OF THEIR VISITORS. ONCE TRUST IS ESTABLISHED, HOWEVER, BUSINESS ARRANGEMENTS CAN BE MADE WITH A MINIMUM OF FUSS AND FORMALITIES.

6. THE STREETS OF THE UAE ARE PAVED NOT WITH GOLD, BUT WITH SALESMEN. IN MOST CASES YOU WILL BE THIRD OR FOURTH BUSINESS VISITOR THE LOCAL OFFICIAL OR MERCHANT HAS SEEN THAT DAY. UNLESS YOU HAVE A SERIOUS AND ATTRACTIVE PROPOSAL THAT YOU ARE WILLING TO PUSH FOR, YOUR CHANCES OF DOING SIGNIFICANT BUSINESS ARE SLIM.

7. ALTHOUGH (AS STATED IN PART ONE OF REFAIR) THE BUSINESSMEN AND OFFICIALS YOU WILL BE MEETING ARE COMPETENT AND INTELLIGENT, THEY (AND U.S. EMBASSY COMMERCIAL OFFICERS) ARE UNLIKELY TO UNDERSTAND SUCH TECHNICAL MUMBO-JUMBO AS UNCLASSIFIED

UNCLASSIFIED

PAGE 03 ABU DH 00620 220818Z

QUOTE A NUMBER OF DESIGN CONSIDERATIONS AND TRADE-OFFS IMPACT AND DESIGN OF THE.....UNQUOTE VISITORS SHOULD MAKE THEIR PROPOSALS CLEAR, AVOIDING SUCH JARGON AS "INTERFACE" AND "MANIPULATIVES."

8. IN THE UAE, AGENCY RELATIONSHIPS ARE VERY SENSITIVE SUBJECT. ALTHOUGH EMBASSY CAN PROVIDE GUIDANCE AND SUGGESTIONS, THIS IS DECISION FOR BUSINESSMAN HIMSELF.

HE SHOULD REMEMBER THAT, SINCE MOST BUSINESSES HERE ARE STILL FAMILY CONCERNS, AN AGENT CONSIDERS HIMSELF AS VIRTUALLY A FAMILY MEMBER AND, LIKE AN UNPLEASANT IN-LAW, CANNOT BE TURNED AWAY WITHOUT SERIOUS CONSEQUENCES.

9. VISITORS SHOULD BE WARY TR THEHWKAL WHEELER-DEALERS WHO ATTACH THEMSELVES TO FOREIGN BUSINESSMEN WITH VAGUE TALK OF "CONTACTS" IN THIS OR THAT MINISTRY. ALTHOUJH SOME OF THESE PROMOTORS CAN BE USEFUL TO A BUSINESSMAN WHO IS IGNORANT OF BOTH THE LOCAL LANGUAGE AND THE LOCAL GOVERNMENT AND BUSINESS COMMUNITY, IN MANY CASES, THEIR SO-CALLED "CONTACTS" ARE LITTLE MORE THAN A COUSIN WHO IS A MINOR OFFICIAL IN SOME OFFICE.

10. ETHNIC PRECONCEPTIONS CAN BE VERY MISLEADING. TO DISMISS A POTENTIAL AGENT OR CONTACT BECAUSE OF HIS NATIONAL ORIGIN, CAN RESULT IN LOOSING A VALUABLE SOURCE OF TECHNICAL AND POLITICAL SUPPORT. IN CERTAIN CASES, PAKISTANI, IRANIAN, KUWAITI, OR PALESTINIAN AGENTS CAN PROVIDE MUCH MORE ENERGETIC AND QUALIFIED SUPPORT THAN CAN A LOCAL "POWER" WHOSE ONLY ACTIVITY WILL BE TO COLLECT HIS COMMISSION AFTER YOU HAVE MADE THE SALE. REPRESENTATION ARRANGEMENTS SHOULD BE EVALUATED ON THEIR MERITS, AND IN CERTAIN CIRCUMSTANCES

THE WIDER EXPERTISE PROVIDED BY FOREIGN CONNECTIONS MAY BE MORE APPROPRIATE TO THE BUSINESSMAN'S PURPOSE.
STERNER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 22 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ABUDH00620
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750100-0938
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750325/aaaaawpe.tel
Line Count: 143
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE A-855, 75 TEHRAN 2187
Review Action: RELEASED, APPROVED
Review Authority: hartledg
Review Comment: n/a
Review Content Flags:
Review Date: 18 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 JUN 2003 by maginmm>; APPROVED <26 FEB 2004 by hartledg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CHECKLIST FOR AMERICAN BUSINESS VISITORS: MIDDLE EAST AND NORTH AFRICA
TAGS: BTRA, TC
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006